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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

Metal Treating Industry posts 3.7% improvement IN SALES FROM THE SEPTEMBER 1985 TOTAL

September 1986 billings for commercial heat treaters reached $40.0 million. This compares to $38.5 million for September 1985.

For the first three quarters of 1986, the industry reports $359.9 million in sales, down 1.6% from the 1985 three-quarter mark of $365.7 million.

Two of the nine MTI districts experienced a decline from September 1985 and four districts declined in the year-to-date comparisons.

A summary of percentage change by geographic regions follows:

	District	Sep 86 vs. Sep 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	20.5	11.0
2	Middle Atlantic (NY-NJ-E.PA-MD)	0.2	- 5.8
3	South Central (W.PA-OH-IN-KY)	8.8	4.6
4	Michigan	- 7.8	- 4.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	8.0	8.6
6	North Central (IL-WI-MN-MO-IA)	6.8	- 5.5
7	Pacific Coast (CA-AZ-ORE-WASH)	10.3	0.9
8	Southwest (TX-OK-AR-CO-LA-UT)	-30.2	-26.8
9	Canada	15.8	9.4

METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

SEPTEMBER, 1986

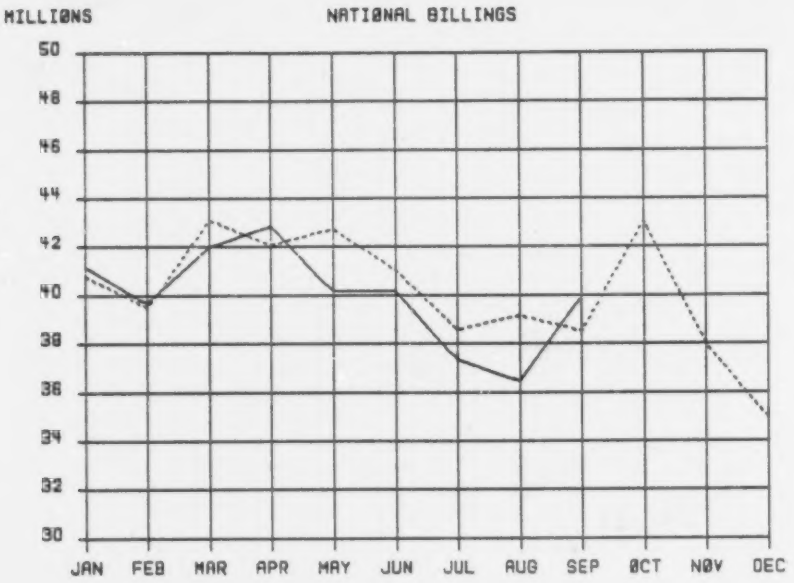
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	38523.4	39961.1	3.7	100.0	100.0
Dist. 1	17	2780.0	3350.1	20.5	7.2	8.4
Dist. 2	44	4361.3	4370.6	0.2	11.3	10.9
Dist. 3	60	7196.7	7826.9	8.8	18.7	19.6
Dist. 4	33	5831.0	5376.0	- 7.8	15.1	13.5
Dist. 5	23	2002.6	2163.0	8.0	5.2	5.4
Dist. 6	49	6465.7	6903.1	6.8	16.8	17.3
Dist. 7	41	5172.6	5706.6	10.3	13.4	14.3
Dist. 8	25	2593.3	1808.9	-30.2	6.7	4.5
Dist. 9	16	2120.1	2456.0	15.8	5.5	6.1
Foreign	11					

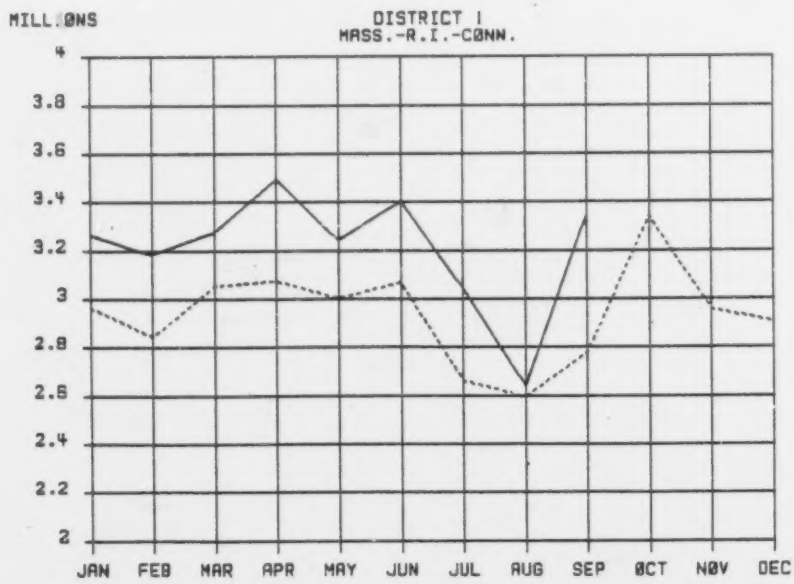
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	365661.9	359946.3	- 1.6	100.0	100.0
Dist. 1	26052.2	28912.2	11.0	7.1	8.0
Dist. 2	41778.6	39359.1	- 5.8	11.4	10.9
Dist. 3	64432.8	67388.3	4.6	17.6	18.7
Dist. 4	52659.5	50499.5	- 4.1	14.4	14.0
Dist. 5	19067.6	20712.0	8.6	5.2	5.8
Dist. 6	64777.7	61233.0	- 5.5	17.7	17.0
Dist. 7	50853.3	51291.2	0.9	13.9	14.2
Dist. 8	27084.6	19821.7	-26.8	7.4	5.5
Dist. 9	18955.7	20729.4	9.4	5.2	5.8

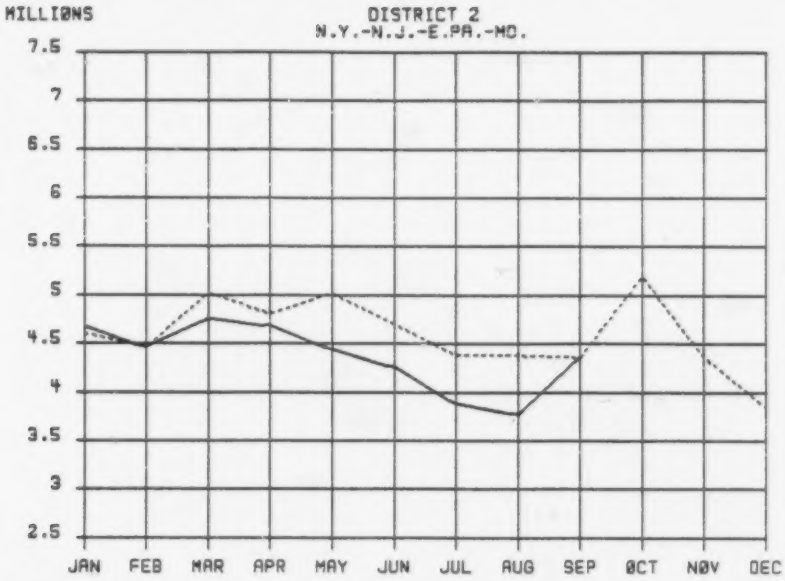
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



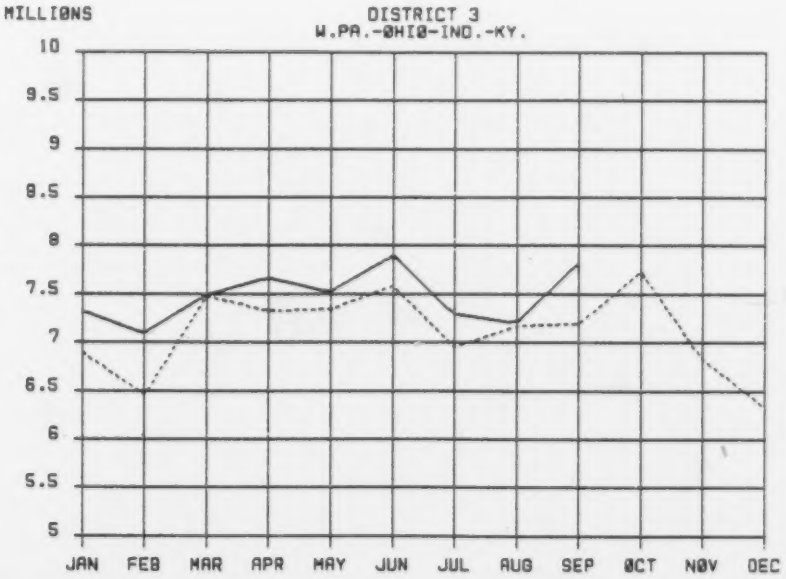
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	0.9	0.5	-2.6	1.8	-6.0	-2.2	-3.2	-6.9	3.7			
% Change	Cumulative	0.9	0.7	-0.4	0.1	-1.1	-1.3	-1.6	-2.2	-1.6			



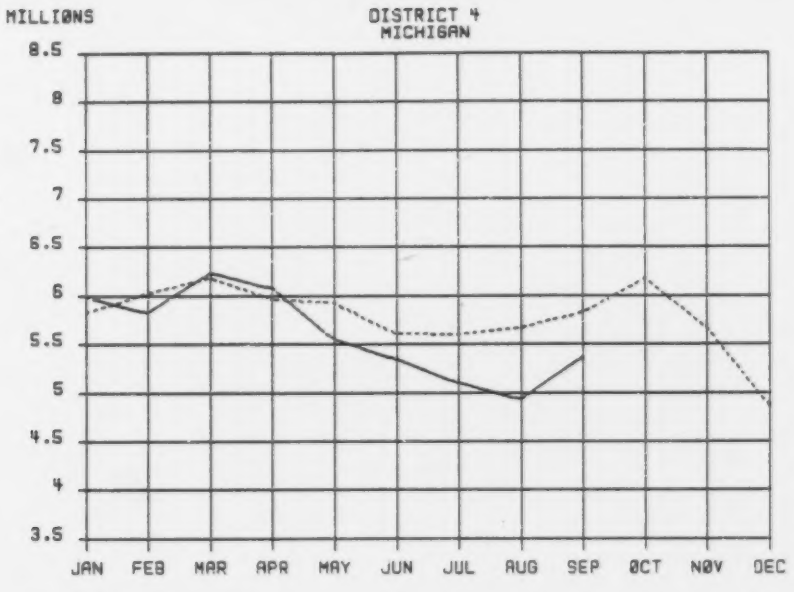
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	10.0	12.0	7.3	13.7	8.1	10.9	14.4	1.8	20.5			
% Change	Cumulative	10.0	11.0	9.7	10.7	10.2	10.3	10.8	9.8	11.0			



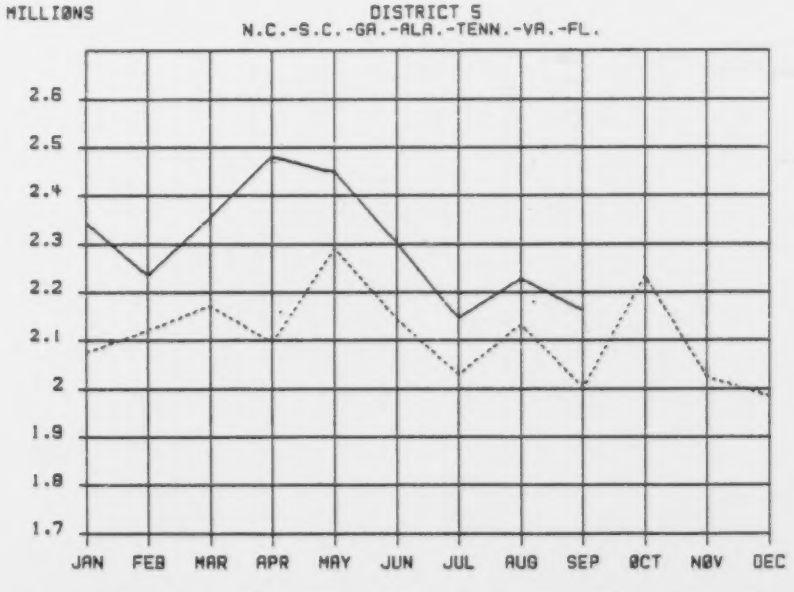
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	1.6	0.2	-5.3	-2.4	-11.6	- 9.3	-11.4	-13.8	0.2			
% Change	Cumulative	1.6	0.9	-1.3	-1.6	- 3.7	- 4.6	- 5.5	- 6.5	- 5.8			



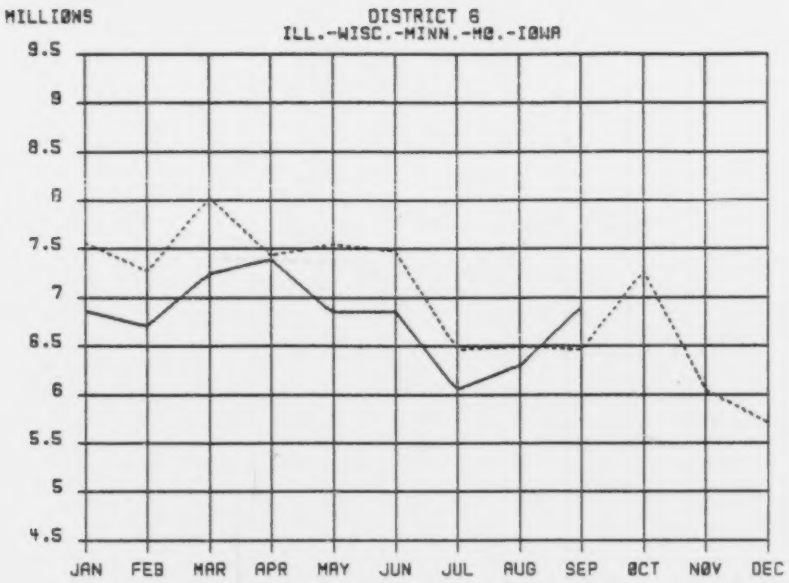
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	6.2	9.9	0.2	4.8	2.6	4.2	4.9	0.6	8.8			
% Change	Cumulative	6.2	8.0	5.2	5.1	4.6	4.5	4.6	4.1	4.6			



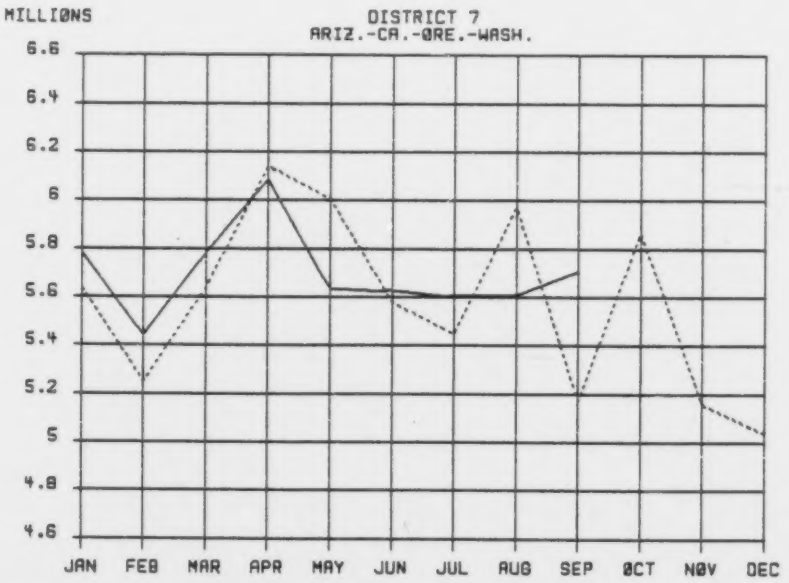
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.8	-3.2	0.9	2.1	-6.4	-4.6	-8.9	-12.7	- 7.8			
% Change	Cumulative	2.8	-0.2	0.1	0.6	0.8	-1.4	-2.4	- 3.6	- 4.1			



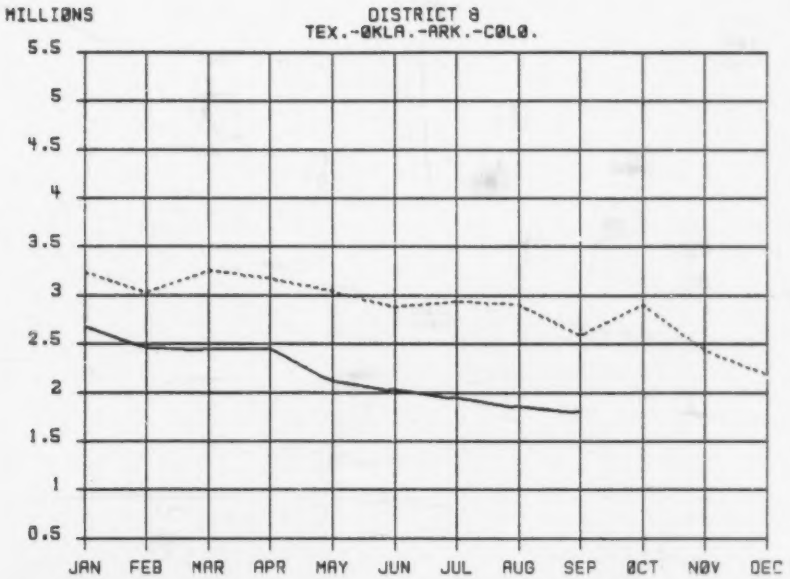
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.0	5.4	8.4	18.4	7.0	7.4	5.8	4.5	8.0			
% Change	Cumulative	13.0	9.1	8.9	11.3	10.3	9.8	9.3	8.7	8.6			



Gain or Loss	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-9.2	-7.7	-9.7	-0.5	-9.2	-8.3	-6.3	-2.9	6.8			
% Change												
Cumulative	-9.2	-8.5	-8.9	-6.8	-7.3	-7.5	-7.3	-6.8	-5.5			



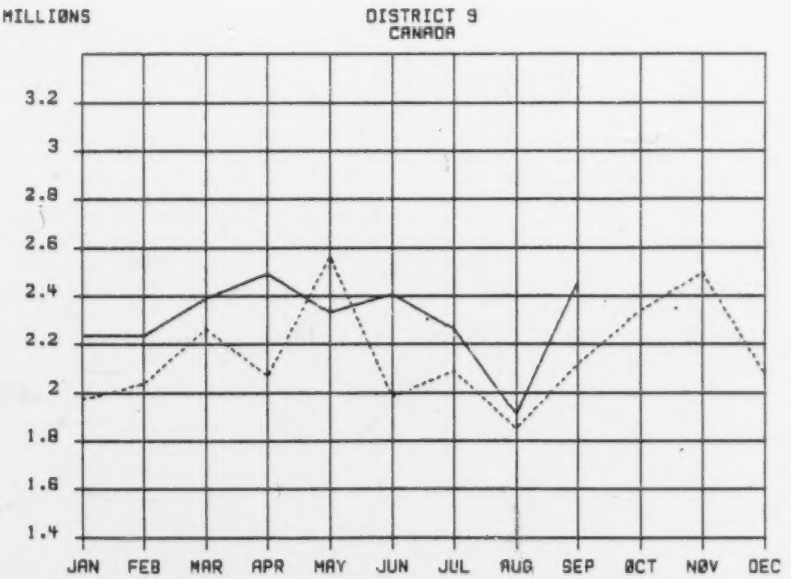
Gain or Loss	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	2.5	3.7	2.6	-0.9	-6.2	0.8	2.9	-6.0	-10.3			
% Change												
Cumulative	2.5	3.1	2.9	1.9	0.2	0.3	0.7	-0.2	0.9			



1985 - - - -

1986 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5	-18.8	-24.8	-22.6	-30.3	-29.5	-33.7	-36.1	-30.2			
% Change	Cumulative	-17.5	-18.1	-20.4	-20.9	-22.7	-23.8	-25.2	-26.5	-26.8			



1985 - - - -

1986 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.4	9.7	5.6	20.4	-9.0	21.3	8.4	3.2	15.8			
% Change	Cumulative	13.4	11.6	9.4	12.1	7.2	9.3	9.2	8.5	9.4			